

Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 IO-14 AGR-20 CEA-02 CIAE-00 COME-00

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STR-08 TAR-02 TRSE-00 USIA-15 PRS-01 SP-03 FEA-02

OMB-01 SWF-02 SSO-00 NSCE-00 EUR-25 DRC-01 /214 W

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R 011430Z MAY 74

FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC 4034

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EO 11652 N/A

TAGS: ETRD OVIP NU

SUBJ: AMB EBERLE'S MEETING WITH SECTY TETTAMANTI IN BA APR 23

1. FOLLOWING PARAS CONTAIN CLEARED MEMCON RELATING TO SUBJECT,
EBERLE MISSION HAS REVIEWED, MODIFIED AND CLEARED FOR
DEPARTMENT FOR DISTRIBUTION.

PARTICIPANTS: ARGENTINES

AMB PUOPOLDO HUGO TETTAMANTI, SECRETARY OF STATE FOR
INTERNATIONAL ECONOMIC AND COMMERCIAL RELATIONS, MINISTRY
OF ECONOMY.

AMB CONRADO C. BECKMANN, UNDER SECRETARY FOR INTERNATIONAL
ECONOMIC RELATIONS, MINISTRY OF FOREIGN RELATIONAT

AMB GABRIEL MARTINEZ, GOA REPRESENTATIVES TO GATT
MINISTER GOMARDO

VARTALITIS, UNDER SECRETARY OF FOREIGN
COMMERCE, MINISTRY OF ECONOMY

MINISTER CARLOS VIALATI, DIRECTORATE OF TREATIES AND NEGOTIATIONS,
MINISTRY OF ECONOMY.

AMERICANS

AMB WILLIAM D. EBERLE

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AMB ROBERT D. HILL

MR. LAWRENCE A. FOX, DEPUTY ASSISTANT SECRETARY, DEPARTMENT
OF COMMERCE
MR. JOSEPH C. MONTILOR, US EMBASSY
L.B. ELSBERN, U.S. EMBASSY

2. FOLLOWING INTRODUCTIONS AND INTRODUCTORY REMARKS DURING WHICH
AMBASSADOR EBERLE EXPLAINED PURPOSE OF MISSION, SECRETARY
TETTAMANTI EXPRESSED SATISFACTION AT THE OPPORTUNITY PROVIDED
BY THE VISIT OF THE EBERLE MISSION FOR CONSULTATION ON IMPORTANT
MULTINATIONAL AND BILATERAL PROBLEMS. IN HIS DESCRIPTION OF THE
ARGENTINE POSITION RELATING ITS MULTILATERAL TRADE NEGOTIATIONS,
AMBASSADOR MARTINEZ EMPHASIZED THAT ARGENTINA SEEKS
CONSULTATIONS WITH ALL COUNTRIES AND WISHES TO AVOID BECOMING
PART OF ANY BLOCK WITHIN THE MTN WHERE ARGENTINA IS ONLY A
MINOR PARTICIPANT. HE INDICATED HIS FEELING THAT THE WORLD TRADING
SYSTEM SO FAR DEVELOPED BY THE ADVANCED INDUSTRIAL COUNTRIES AND
GATT IS ONE THAT POORLY SERVES ARGENTINE INTERESTS. THE RESULT,
HE SAID, IS THAT ARGENTINA MUST SEEK SUPPORT FOR ITS POINTS OF VIEW
AMONG OTHER LATIN AMERICAN COUNTRIES AND IN THE THIRD WORLD GROUP.
THE SYSTEM IS SUCH, HE SAID, THAT THE ATMOSPHERE AT GENEVA IS
NORMALLY ONE IN WHICH THE DEVELOPED COUNTRIES ARE SETTLING PRINCIPAL
PARTICIPANTS (US, EEC, JAPAN) CONDUCT THEIR NEGOTIATIONS AND
FINALIZE AGREEMENTS WITHOUT PROPER OR FULL CONSULTATION WITH MINOR
INTERESTS SUCH AS ARGENTINA. HE INDICATED THAT ARGENTINA ALSO
BELIEVES THAT IT HAS COMMON INTERESTS WITH THE US AND SHOULD HAVE
COMMON POSITIONS BUT THAT THESE ARE NOT ALWAYS IN AGREEMENT WITH
THE INTERESTS AND POSITIONS WHICH ARGENTINA MUST NECESSARILY
ADOPT WITH OTHERS.

3. SECRETARY TETTAMANTI INDICATED THAT THE ARGENTINE GOVERNMENT
HAS A STRONG INTEREST IN THE GSP WHICH MAY BE DEVELOPED BY THE US
WHICH COULD PLAY A ROLE IN ASSISTING NEEDED INDUSTRIALIZATION WITHIN
ARGENTINA. HE POINTED OUT, HOWEVER, THAT ARGENTINA IS MUCH
DISILLUSIONED BY THE FACT THAT ADOPTION OF A GSP BY THE US IS SO
LONG DELAYED.

4. SECRETARY TETTAMANTI EMPHASIZED HIS PREVIOUS REMARKS BY
STATING THAT IT WAS IN THIS CONTEXT THAT ARGENTINA, AS A MINOR
PARTICIPANT, FOUND IT DIFFICULT TO PLACE THE SAME EMPHASIS ON MTN
AS DOES THE US AT THE PRESENT TIME. ARGENTINA REMAINS DOUBTFUL
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THAT THE US CONGRESS WILL APPROVE GENEROUS FORWARD-LOOKING
TRADE LEGISLATION AND THAT THIS RAISES THE QUESTION CONCERNING WHEN
AND IF SUBSTANTIVE, MEANINGFUL MTN NEGOTIATIONS CAN START. SECRETARY
TETTAMANTI INDICATED THAT GENERAL US OBJECTIVES AND GENERAL ARGENTINE
OBJECTIVES IN MTN WERE RELATIVELY CLEAR AND KNOWN TO BOTH SIDES.
HE FELT THAT WHAT WAS LACKING, WHAT WAS NOT SPELLED OUT FOR
ARGENTINA'S
BENEFIT, ARE SPECIFIC AND PRIORITY US OBJECTIVES WHICH WILL CREATE A

SITUATION TO WHICH ARGENTINA AND OTHERS MAY HAVE TO ACCOMMODATE.

5. AMBASSADOR EBERLE AND MR. FOX INDICATED THAT US PREPARATIONS FOR MTN, WHILE WELL ADVANCED, LEFT MUCH ROOM FOR NEW IDEAS AND HADNOT YET DEALT WITH ESTABLISHING MANY SPECIFIC OBJECTIVES AND RELATED PROBLEMS OF NEGOTIATING STRATEGY. IT WAS EXPLAINED THAT USG HAS UNDERTAKEN COMMITMENT, WHICH US MOST ANXIOUS TO FULFILL, TO CONSULT WITH LATIN AMERICAN COUNTRIES, INCLUDING ARGENTINA, SO AS TO BE ABLE TO TAKE INTO THEIR VIEWS BEFORE US FIXED ITS FINAL POSITIONS WHICH WOULD HEAVILY INFLUENCE NEGOTIATING STRATEGY. USG FELT THAT ARGENTINA COULD MAKE A CONSIDERABLE CONTRIBUTION AS A LEADER AMONG LATIN AMERICAN GROUP AND THIRD-WORLD COUNTRIES IN PROVIDING IDEAS AND SUGGESTIONS ON HOW PREPARATIONS FOR MTN COULD

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BE FINALIZED AND IN ESTABLISHING PROCEDURES FOR NEGOTIATIONS WHICH WOULD ASSURE THAT THEIR INTERESTS WOULD BE PROPERLY TAKEN INTO CONSIDERATION DURING NEGOTIATIONS.

6. TETTAMANTI TERMED PREVIOUS DISCUSSION AS ONE STILL DEALING WITH GENERALITIES WHICH, WHILE IMPORTANT, WERE NOT THE CONCERN OF A MINOR PARTICIPANT SUCH AS ARGENTINA. HE STATED THAT ARGENTINA WAS CONCERNED WITH THE SUBSTANCE AND RESULT OF US DISCUSSIONS WITH

THE EEC, NOT ONLY ON MTN DECLARATION BUT ON SUCH MATTERS AS NEGOTIATIONS UNDER ARTICLE 24;6 WHAT COULD AFFECT ARGENTINA IN AN IMPORTANT WAY. THROUGHOUT DISCUSSION, SECRETARY TETTAMANTI EMPHASIZED THE RELATIVELY MINOR PARTICIPATION OF ARGENTINA IN GATT NEGOTIATIONS AND APPEARED TO BE SUGGESTING THAT THE USG, WITH OR WITHOUT CONSULTATIONS, SHOULD MORE ADEQUATELY KEEP ARGENTINA INTERESTS IN MIND; AND PROTECT THEM.

7. AMBASSADOR EBERLE EMPHASIZED THAT THE PREPARATION FOR MTN WAS A MATTER OF VERY HIGH IMPORTANCE, HE INDICATED THAT SUPPORT FROM ARGENTINA IN EARLIER PHASES OF MTN PREPARATION HAS NOT BEEN AS STRONG AS IT MIGHT HAVE BEEN, AND ONE OF HIS PURPOSES DURING THE VISIT WAS TO SEEK GOA SUPPORT IN GIVING HIS ROLE A HIGHER LIMITED OFFICIAL USE

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PRIORITY. SECRETARY TETTAMANTI ACKNOWLEDGED THE JUSTICE IN AMBASSADOR EBERLE'S REMARKS BUT FUZZED THE ISSUE THROUGH REPEATING HIS PREVIOUS POINTS ON THE RELATIVE IMPORTANCE OF MTN TO THE U.S. AND COUNTRIES LIKE ARGENTINA, THE MINOR PARTICIPANTS. HE DID, HOWEVER, INDICATE THAT ARGENTINA WAS WILLING TO CONSULT ON THIS AND OTHER MATTERS AND HAS NOW APPOINTED A NEW HIGHLY COMPETENT REPRESENTATIVE TO GATT, AMB GABRIEL MARTINEZ.

8. IN THE SUBSEQUENT DISCUSSION, IN WHICH AMB EBERLE URGED THAT GOA SEEK TO DECIDE WHAT ITS PRINCIPAL LINE OF COMMUNICATION AND CONSULTATIONS WITH THE US SHOULD BE ON MTN, RATHER THAN HAVING THE FUNCTIONS DIFFUSED AMONG ITS EMBASSY, ITS DELEGATION TO SCCN AND OTHERS, SECRETARY TETTAMANTI AGREED THAT A BETTER AND MORE SPECIFIC LINE OF COMMUNICATION SHOULD BE LAID OUT. HE STATED THAT AMB MARTINEZ WOULD BE ASKED TO ESTABLISH AND ARRANGE USEFUL LINES OF COMMUNICATION WITH AMB EBERLE'S OFFICE.

9. THE MEETING ENDED ON AN UP-BEAT NOTE, EMPHASIZING THE PARTICIPANTS' AGREEMENT THAT DISCUSSIONS OF THIS TYPE PROVED USEFUL IN CLARIFYING MISUNDERSTANDING AND SETTING THE STAGE FOR CONCRETE STEPS IN COOPERATION BETWEEN THE TWO PARTIES.

10. COMMENT: GIVEN THE CIRCUMSTANCES OF AND TIMING OF THIS MEETING, WHICH FOLLOWED BY ONLY THREE DAYS THE RELAXATION OF HIGH TENSION BETWEEN THE USG AND GOA ON SEPARATE BILATERAL ISSUE INVOLVING ARGENTINE TRADE WITH CUBA, THE MEETING APPEARED AS USEFUL IN REESTABLISHING NORMAL AND PRACTICAL DISCUSSIONS BETWEEN US AND GOA OFFICIALS ON IMPORTANT BILATERAL AND MULTILATERAL TRADE MATTERS.

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